



W. M. Jordan Company, Inc.

March 21, 1995

To Whom This May Concern:

W. M. Jordan Company, Inc. is a building contractor that has been based in Newport News for the past 38 years. The Company has completed a diverse range of projects including prisons, hospitals, waste water treatment plants, retail, institutional, retirement communities, and heavy industrial facilities. Nearly all of this work was contracted through the local, state, and federal governments or with national and international corporate clients. Approximately 10 years ago, a relationship with *Hamner Development Company* began that has proved to be one of the most rewarding associations that the Company has enjoyed. Simply put, *Hamner Development Company* makes things happen. Bill Hamner's reputation as a gentlemen is clearly seen through his various contacts with local building officials, financial institutions, and both small and large corporate tenants.

Several Peninsula landmarks have resulted from the association of W. M. Jordan Company and *Hamner Development Company*. These include the Central Fidelity Bank Building; Signet Centre; Rock Landing II, IV, and V; Oyster Point Medical Center; and Thimble Shoals Medical Center. The construction and development business constantly deals with problem solving and obstacles to obtain a quality product. Our experience indicates that Bill Hamner and *Hamner Development Company* always play by the rules and react with a spirit of fairness and cooperation when faced with unknown challenges. Unfortunately, this is a rare trait in the development and commercial real estate communities. We look forward to a continued successful relationship with *Hamner Development Company*.

Sincerely,

W. M. JORDAN COMPANY, INC.

John R. Lawson
President

JRL/cc